

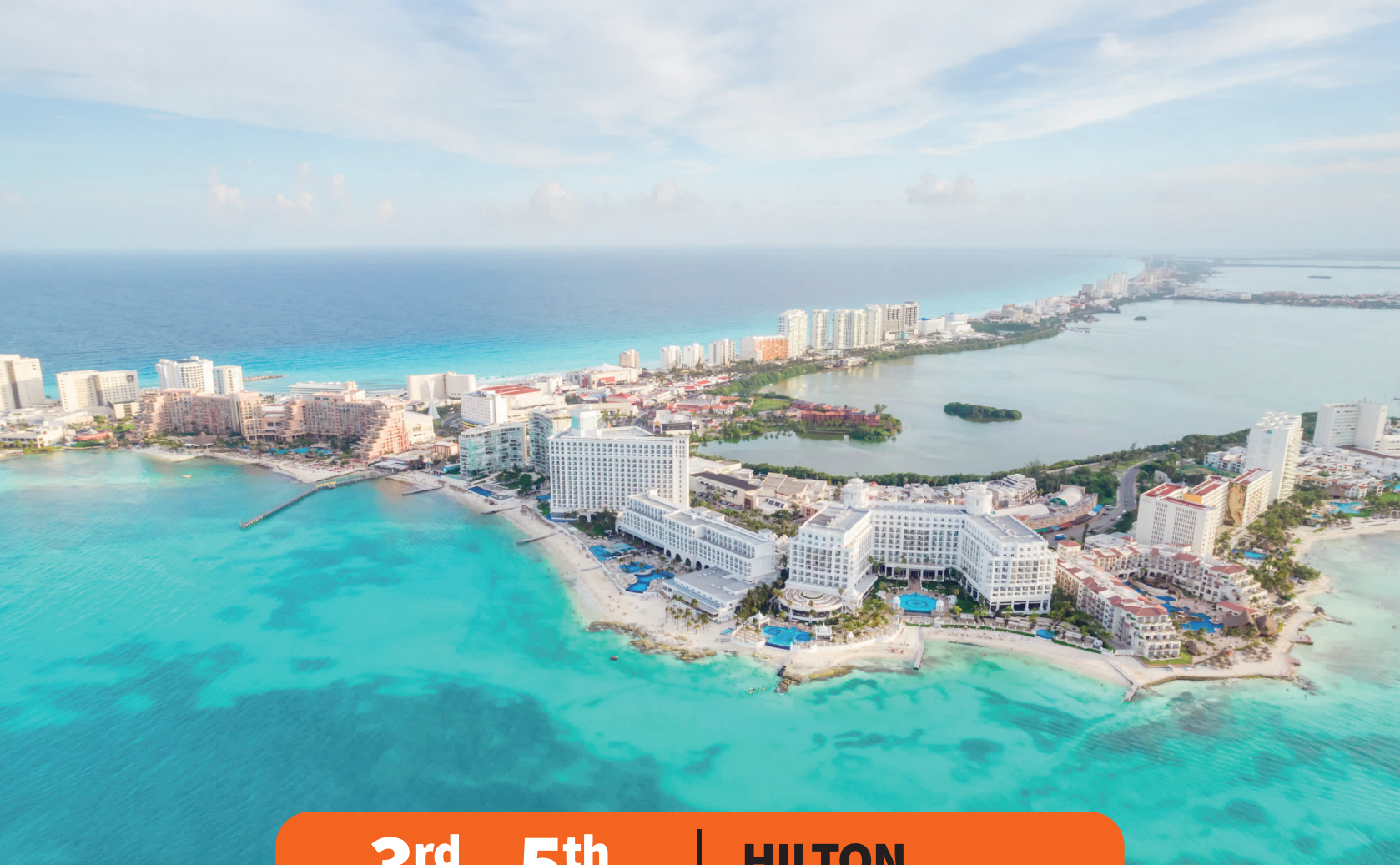


MASTERS OF MACHINE HEALTH

1ST GLOBAL SUMMIT

ERBESSD INSTRUMENTS DISTRIBUTORS

1ST. EDITION - MEXICO



3rd - 5th
NOVEMBER 2024

HILTON
CANCÚN, MÉXICO

www.erbessd-instruments.com

WELCOME TO THE 1ST GLOBAL SUMMIT

ERBESSD INSTRUMENTS DISTRIBUTORS

We want to express our heartfelt gratitude to all our distributors, strategic, commercial, and educational partners for joining us at the 1st ERBESSD INSTRUMENTS® GLOBAL SUMMIT.

This event marks a significant milestone in the history of ERBESSD INSTRUMENTS®, as it is the first time we bring together everyone essential to our company's growth: our team, customers, distributors, and partners. It also coincides with the 15th Anniversary of ERBESSD INSTRUMENTS®, making it a unique opportunity to celebrate together.

What started as an idea from our directors Paola in Mexico and Megh in the USA has grown into a project aimed at strengthening our bonds. We are thrilled to have you here and have worked hard to create the best technical experience, as well as enjoyable moments. Hosting this event in Cancun, Mexico provides the perfect setting to connect and celebrate.

Finally, we want to thank our experts from Mexico, the USA, England, and India for preparing an excellent technical program, as well as our collaborators for hosting this event. We hope you enjoy Cancun and we expect to see you in the 2nd ERBESSD INSTRUMENTS® GLOBAL SUMMIT.

Thank you for your support!

The Mexican Southeast: A paradise waiting to be discovered

The Yucatan Peninsula is home to some of the world's most fascinating wonders. Its rich history is deeply connected to the ancient Mayan culture, which remains alive today. If you're planning a getaway, be sure to visit Chichen Itza in Valladolid or the Tulum archaeological site, two iconic Mayan locations.

Nearby, you'll find stunning cenotes—natural pools formed by the Chicxulub impact. These formations played a vital role in Mayan culture and offer unique experiences. We recommend visiting Dos Ojos near Tulum, as well as Ik Kil, Samulá, and Xkekén in Valladolid.

The crown jewel of your visit will be the Mexican Caribbean Sea, with its turquoise waters and white sands—perfect for enjoying coral reefs and marine life. Just three hours away is Merida, the White City, known for its harmony with nature and high quality of life—a must-visit for those seeking tranquility.

Don't miss the chance to explore these treasures!



Chichén Itzá



Ik Kil Cenote



Mar del Caribe



Mérida



Megh Howard
CHIEF MARKETING USA

Paola Narváez
CHIEF PROJECT MANAGER MEXICO

THE HISTORY OF ERBESSD INSTRUMENTS

FROM A DREAM TO GLOBAL INNOVATION

It all began with a spark of inspiration...

"What if I buy a photoresistor and a resistor, and build an optical sensor for balancing, along with my accelerometer?"

*Without overthinking it, I went to a local store, bought those components, and voilà! As they say, the rest is history. That's how **ERBESSD INSTRUMENTS®** was born.*

At that time, I was just another customer. The vibration analyzers available on the market were incredibly expensive, which limited my chances of becoming an independent analyst.

My initial goal was to create an analyzer for my own use and business. However, soon others began to take an interest in my invention. With some experience in electronics and programming, I embarked on this adventure... and a few months later, my life partner and best ally, Paola, joined me.

*Over time, more valuable people began to believe in this idea of making vibration and balancing analysis accessible. **ERBESSD INSTRUMENTS®** began to grow, with our entire team focused on making vibration analysis and dynamic balancing easy, and affordable.*



Thierry Erbessd



.....● **The First Step: State of Mexico**

Our first headquarters, located in the State of Mexico, became the hub of great innovations in software and hardware. Along with key engineers like Xavier Erbessd, Armando Torres, Rubén Gómez, Anuar Vázquez, and Pablo Mendoza, we created a line of essential products for the industry. From the beginning, our fundamental pillars have been product quality and customer service.

Over time, our products began reaching clients worldwide. A pivotal moment occurred in 2016 when we received a call from the United States, marking the start of our expansion into English speaking market.

Expansion to the United States: New York

It was then that we met David Howard, an American entrepreneur specializing in condition monitoring, and reliability engineering with vast business development experience.

We met in New York, and over time, this relationship not only allowed us to have a representative in the English speaking market but also solidified the expansion of **ERBESSD INSTRUMENTS®** throughout North America.

Today, our commercial headquarters in New York is responsible for the sales, marketing, training, and support for customers throughout the non-Spanish speaking markets.



Headquarters: Mérida, Yucatán & Global Production

In 2018, driven by the need for more space, we opened our production and R&D Headquarters in Mérida, Yucatán. With over 5,000 square meters, the Mérida Manufacturing & R&D Center of Excellence is home to highly credentialed professionals from all production, support, programming, engineering, and research disciplines.

Our hardware products, and software applications are continuously improved, and our processes are certified under the ISO-9001 standard, ensuring a quality management system focused on continuous improvement, operational excellence, and, most importantly, customer satisfaction.

Entry into the European Market

The next big step was expansion into Europe. In November 2020, we received a visit from Steven and Oliver Mottershead, who, along with Michael and Thierry, met in Mérida to plan the expansion into the European market. From that meeting, our fourth sales, training, and technical support facility was created located in Dursley, England.

Under the leadership of our Managing Director Oliver, and European Strategy Director Steve we have participated in major industrial exhibitions, positioning **ERBESSD INSTRUMENTS®** as a leader in predictive and corrective maintenance solutions throughout Europe.

Conquering the Asian Market: India

In 2020, our distributor in India, Srinivas, took on the role of Managing Director of our fifth facility, consolidating our presence on the Asian continent. Thanks to his leadership, we have successfully expanded into India, a key market for our global growth, with many promising projects on the horizon.



From our humble beginnings to today, we continue with the same spirit that inspired us from the start: offering innovative and accessible solutions to our clients, distributors, and strategic partners.

With a global team, and facilities in Mexico, the United States, Europe, and Asia, and alliances with renowned global organizations, we continue to grow with the same passion and energy that has driven us since day one.



ERBESSD INSTRUMENTS® has been developing comprehensive solutions for vibration analysis for more than three decades. Since our inception, we have been leaders in hardware and software innovation, standing out in the market with high-tech products and innovative solutions. We have an unwavering commitment to excellence and quality, and our mission is to simplify and enhance the experience of our customers.

Innovation in Technology and Vibration Analysis

We are the creators of **DigivibeMX®**, the world's leading vibration analysis software. We take pride in having expanded this development to other versatile and intuitive applications, leading the market in IIoT technology.

We pioneered and continue to lead the development of wireless vibration sensors, both for route monitoring with **WiSER3x®**, and for online machinery condition monitoring with our **Phantom®** Machine Health Surveillance system, the most complete and advanced sensor eco-system on the market.

One of our most notable innovations is **DragonVision®**, an advanced video capture tool with motion magnification, which allows for the analysis of the smallest machine vibrations using videos recorded from a mobile device.

Another of our more innovative products is **WiSER VIBE®**, a mobile app that facilitates fieldwork using smartphones, providing convenience and efficiency by collecting vibration data and performing balancing in the palm of your hand.

Additionally, we have developed **EI ANALYTIC®**, a powerful cloud-based software that enables real-time monitoring of machinery conditions, providing an essential tool for the industry to visualize the status of equipment from anywhere in the world.

Balancing Machinery Manufacturing

For us, condition monitoring is key to preventing machinery failures. Since our inception, we have been manufacturing balancing machines and portable soft-bearing suspensions, allowing in-situ balancing that saves time and space. Our balancers can accommodate rotors ranging from 30kg to 50 tons.

Commitment to Quality

We are **ISO 9001:2015** certified, ensuring that all our products meet high international standards in design, manufacturing, and commercialization processes. Additionally, we maintain a variety of technical certifications for both software and hardware, guaranteeing superior quality and effectiveness.

Human Value: The Key to Success

The success of our company is built on the value of our people. Over the years, we have developed a team of leaders focused on creating high-quality products.

We have five facilities worldwide, harnessing talent wherever it is found. Our multidisciplinary team, located across the globe, is responsible for the design, development, manufacturing, distribution, commercialization, and support for all **ERBESSD INSTRUMENTS®** products.

ERBESSD INSTRUMENTS® is proud to partner with our network of distributors globally who are leaders in their field, region and communities. In partnership with our distributors, we are able to provide personal service and support locally, while also providing the high level of service and support of our most demanding customers and applications.

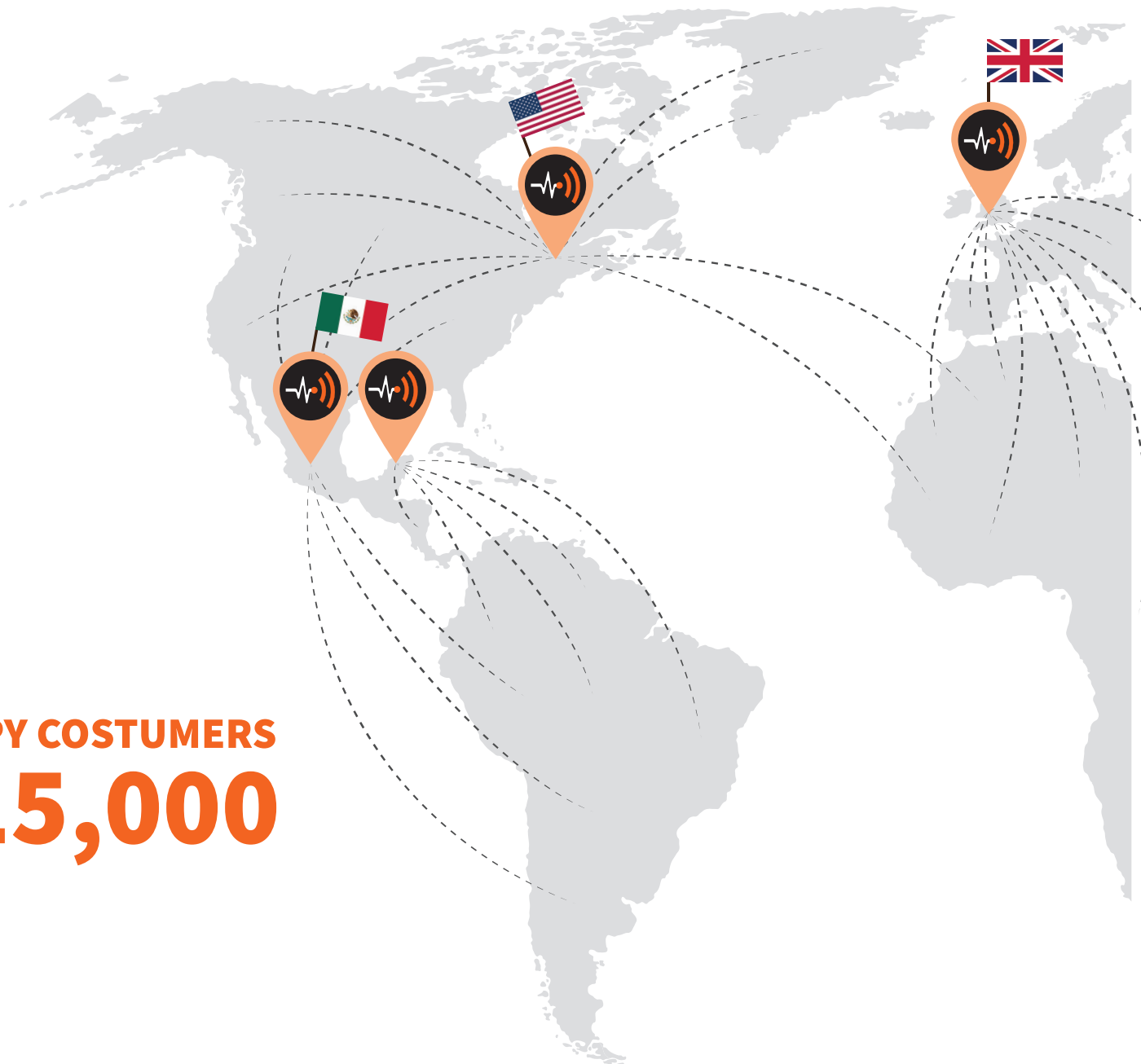
We take pride in our ability to manage and develop talent and enjoy our work.

Our work philosophy is simple but powerful: "A happy company is invincible."

Social Responsibility and Sustainability

Our main production plant is located in Mérida, Yucatán, Mexico, with 5,000 square meters of space, of which 50% is dedicated to green areas. We have integrated sustainability systems such as solar panels that provide 80% of our energy, water collection systems, waste separation, and we preserve a rich biodiversity of endemic flora and fauna from southeastern Mexico.

Our commitment to environmental impact is a key characteristic that defines our operations, promoting sustainability throughout our processes.



HAPPY CUSTOMERS
+15,000

TRUSTED BY MANY



Educational Alliances

Our seed has already taken root in fertile soil. When talking about vibration, we cannot overlook the importance of future generations.

Many of us at **ERBESSD INSTRUMENTS®** understand the value of creating knowledge and training the great industrial leaders of tomorrow.

That's why we take pride in collaborating with educational institutions, contributing through more than 200 educational projects, research projects, scholarship programs, pilot projects, conferences, and training sessions.

Our goal is to transfer knowledge and provide the best tools to future engineers, helping them overcome any problems or limitation and continue the vision of innovation and excellence.

Global Presence

With offices in Mexico, the United States, England, Canada, and India, we are global leaders in vibration analysis technology and innovative solutions, committed to excellence, innovation, and sustainability.

Collaboratively, **WE ARE THE MASTERS OF MACHINE HEALTH.**



+100
DISTRIBUTORS

14
COLLEGE
PARTNERSHIPS



MEET OUR EXPERTS



THIERRY ERBESSD



FOUNDER AND PRESIDENT
ERBESSD INSTRUMENTS®

Thierry is an innovative Mexican entrepreneur, founder and president of ERBESSD INSTRUMENTS®.

With over 25 years of experience, **Thierry** has revolutionized Vibration Analysis and Dynamic Balancing globally.

He combined his formal education with a passion for programming to develop innovative industrial software. He is the creator of **DigivibeMX®**, **Dragon Vision®** (Motion Magnification), **Wiser Vibe®**, and **EI Analytic®**—high-performance programs competing with the best vibration analysis software.

Throughout his career, **Thierry** has lectured around the world for companies, educational institutions, and at maintenance and reliability conferences, establishing himself as a leader in IIOT solutions for Condition Monitoring, Vibration Analysis, and Dynamic Balancing.



M. DAVID HOWARD



CEO USA
ERBESSD INSTRUMENTS®

M. David is a 25-year veteran in the maintenance and reliability industry, and currently serves as CEO of ERBESSD INSTRUMENTS® USA.

As a key member of the global leadership team, he began his career as a vibration and dynamic balancing engineer in the U.S. Air Force, advancing to roles such as vibration analyst, reliability engineer, and maintenance manager in companies like GE and Commtest Instruments.

M. David has lectured at universities including Purdue and Savannah Tech. He holds degrees in Applied Science, Business and Engineering, Organization and Management, and a Doctorate in Engineering Management.

He's a Certified Reliability Engineer, Maintenance and Reliability Professional, Six Sigma Black Belt, and Category III Vibration Analyst.



CHRIS KENISTON



VICE PRESIDENT OF TECHNICAL SERVICES
ERBESSD INSTRUMENTS®

Chris spent nearly 14 years in a "zero-failure" maintenance, reliability, and safety environment with the U.S. Air Force, where he gained

training in industrial EHS, maintenance reliability, and production management. He applied strategies for critical success in world-class operations while earning a Bachelor of Science in Aeronautics and two AAS degrees.

After leaving the Air Force in 2009, he focused on improving American manufacturing through reliability-centered maintenance and continuous improvement. For almost a decade, he managed maintenance and safety functions at leading companies. Since December 2017, he has helped establish ERBESSD INSTRUMENTS® as a dynamic predictive technology manufacturer in the IIOT space.



LUIS SABIDO



CUSTOMER SERVICE MANAGER
ERBESSD INSTRUMENTS®

Luis has been the Customer Service Manager at ERBESSD INSTRUMENTS® recognized for his deep knowledge and pertise in

expertise in advanced instrumentation. He has provided specialized technical support, helping engineers find optimal solutions.

In addition to his role at ERBESSD INSTRUMENTS®, **Luis** is a passionate science and technology communicator with over 14 years of experience in teaching, workshops, and conferences. He has hosted a TV program and directed a radio show focused on science.

Luis graduated as a Technology and Information Systems Engineer from the Universidad del Valle de Mexico, making him a key figure in applied science and a leader in promoting scientific and technological knowledge.



PABLO MENDOZA

DIRECTOR OF DEVELOPMENT
ERBESSD INSTRUMENTS®

Pablo has 25 years of experience in programming, automation, networking, and digital electronics industries.

He has worked in leading IT companies and industrial environments, specializing in automation at all levels.

Passionate about technology, he has contributed to open-source projects and hosted a radio show dedicated to technology.

He has extensive technical knowledge in programming, networking, databases, operating systems, electronics, microcontrollers, and embedded systems.

7 years ago, he joined **ERBESSD INSTRUMENTS®**, where he contributed to the development of the company's hardware products, including **Wiser3X**, **GX400**, and the **Phantom** system.



XAVIER ERBESSD

COMMERCIAL DIRECTOR
ERBESSD INSTRUMENTS®

Xavier has over 25 years of experience in dynamic balancing, design and testing of balancing equipment, vibration analysis,

and monitoring systems, with a focus on technological innovation.

As Commercial Director at **ERBESSD INSTRUMENTS®** and CEO of the CDMX production plant, he oversees the design of testing balancing machines and **DigivibeMX** systems, as well as managing sales and distributors in LATAM.

He has developed key products like **VIBROMET 2.0** and **EIMU**, with expertise in firmware programming and control systems. **Xavier** has taught courses across five continents and understands industry needs.

He is an Electronics Engineer specializing in Control Systems, certified in Calibration by EMA, and has studied C & Java programming and Business Accounting in Paris.



ARMANDO TORRES

CHIEF OF MECHANICAL OPERATIONS
ERBESSD INSTRUMENTS®

Armando, with over 15 years at **ERBESSD INSTRUMENTS®**, has led the mechanical department, known for developing innovative solutions

that meet industry standards. As head of the department, he has played a key role in creating and improving the balancer and floating base product lines, essential to the company's portfolio.

In addition to mechanical design, **Armando** has led industrial design for electronic products like the **Phantom** and **Wiser3X** families, ensuring robust functionality.

His focus on quality and customer needs has resulted in competitive products.

Armando has led complex projects from concept to execution and developed talent within his team, making him a key figure in the company and the industrial sector.



ANUAR VÁZQUEZ

SOFTWARE DEVELOPMENT MANAGER
ERBESSD INSTRUMENTS®

Anuar graduated from the prestigious (UNAM) National Autonomous University of Mexico with a degree in Computer Science.

With 14 years of experience developing web and desktop solutions using technologies like .NET and SQL, he has worked on financial systems in the private sector and administrative systems for the public sector.

Eight years ago, he joined **ERBESSD INSTRUMENTS®** as a developer for **DigivibeMX®**, where he gained expertise in vibration analysis.

Currently, he leads the software development department, improving products like **DigivibeMX®** and **DragonVision®**, and building the **EI-Analytic®** web app and **WiserVibe®** mobile app. He also established the Quality Assurance department and manages projects using agile methodologies to deliver high-quality software worldwide.





ED SPENCE



FOUNDER AND MANAGING DIRECTOR
THE MACHINE INSTRUMENTATION GROUP

Ed founder and managing director of The Machine Instrumentation Group, a network of contract engineering service providers specializing in machine predictive maintenance.

Ed was the marketing manager for Analog Devices' MEMS Sensor Technology Group, where he defined the roadmap for MEMS accelerometers in vibration-based condition monitoring. Since 2008, he has focused on sensor solutions development, frequently publishing and presenting on sensors and condition-based monitoring (CBM).

He serves on the board of The Society for Machinery Failure Prevention Technology and is a member of various professional organizations. Additionally, **Ed** volunteers as a business consultant with IBEC Ventures. He holds a Bachelor's in Electrical Engineering from the University of Massachusetts (Lowell) and an Executive Certificate in Strategy and Innovation from MIT Sloan.



SRINIVAS GOUD



MANAGING DIRECTOR INDIA
ERBESSD INSTRUMENTS®

Srinivas is a professional with over 23 years of experience in sales, customer service, and after-sales support in global companies.

His 20 years of experience in condition monitoring have allowed him to work with various technologies and understand critical applications in the process industry.

As a passionate entrepreneur, he aims to introduce new technologies to the Indian market to support the Make in India and Digital India initiatives.

Srinivas believes that every technological advancement creates jobs and fosters growth. As Managing Director of **ERBESSD INSTRUMENTS®** India, he focuses on implementing digitalization and IIoT solutions in machine health monitoring, working towards safe working conditions for customers.



OLIVER MOTTERSHEAD



MANAGING DIRECTOR EUROPE
ERBESSD INSTRUMENTS®

Oliver is a seasoned condition monitoring expert with a decade of hands-on experience in the field.

He holds a VA3 qualification and is recognized as an IoT specialist in the field of machine reliability. In addition to providing technical customer support, **Oliver** is a valued contributor to our ongoing R&D program.

Since 2019 **Oliver** has been responsible for developing **ERBESSD INSTRUMENTS® Europe**; building and managing our growing network of European distributors and partners.



RUBÉN GÓMEZ



CHIEF ELECTRONICS
ERBESSD INSTRUMENTS®

Rubén is a control and automation engineer with 7 years of experience in the electronic design and development industry.

Rubén has distinguished himself throughout his career for his passion for new technologies, particularly in application development and process automation.

He has played a crucial role in developing the **Phantom** and **WiSER3x®** continuous monitoring products and has contributed to enhancing specialized equipment for vibration analysis and dynamic balancing.

Currently, he leads electronic production and collaborates with the financial administration team, using his expertise to optimize workflows through innovative technological solutions.



MASTERS OF MACHINE HEALTH



SCHEDULE




.....• 03rd NOVEMBER

ROOM "AZUL 2 & 3"



3:00 - 4:00 p.m.	MEET THE EXPERTS
4:00 - 5:00 p.m.	 MARKET STRATEGY & INSIGHTS Ed Spence
5:15 - 6:15 p.m.	 FIRST LOOK: ERBESSD DEFIANT & ODS MAX DEMO Thierry Erbesd & Pablo Mendoza

.....• 04th NOVEMBER

ROOM "AZUL 2 & 3"




9:00 - 10:00 a.m.	CASE STUDY Distributor
10:00 - 11:00 a.m.	 PUTTING AUTODIAGNOSTICS & MACHINE LEARNING INTO PRACTICE Thierry Erbesd
11:15 - 12:15 p.m.	CASE STUDY Distributor

ROOM "AZUL 1"

 PHANTOM IN-DEPTH WORKSHOP Pablo Mendoza
 RMA, TECHNICAL SERVICE & TRAINING 101 Chris Keniston

12:15 - 1:30 p.m.

MID-DAY BREAK 

1:30 - 2:30 p.m.	 CUSTOMER ACQUISITION & BUSINESS DEVELOPMENT PANEL M. David Howard & Oliver Mottershead
2:30 - 3:30 p.m.	 CURRENT PRODUCT REVIEW M. David Howard
3:45 - 4:45 p.m.	CASE STUDY Distributor
4:45 - 5:45 p.m.	 UNDERSTANDING RESONANCE & NATURAL FREQUENCY M. David Howard

 DIVE INTO DRAGONVISION WORKSHOP Luis Sabido
 EI ANALYTIC: SCADA WORKSHOP Anuar Vázquez
 A SECOND GLANCE: ODS MAX DISCUSSION Thierry Erbesd
 DISCOVER ERBESSD INSTRUMENTS APIS & POSSIBILITIES Pablo Mendoza

7:00 p.m.

DINNER & AWARDS | LOBBY TERRACE 

.....• 05th NOVEMBER

ROOM "AZUL 2 & 3"




ROOM "AZUL 1"

8:30 - 9:00 a.m.	KEYNOTE Ed Spence	
9:00 - 10:00 a.m.	CASE STUDY Distributor	 TOWN HALL FORUM Erbesd Experts
10:00 - 11:00 a.m.	 EI ANALYTIC BEST PRACTICES Oliver Mottershead	 BALANCING FUNDAMENTALS Chris Keniston & Xavier Erbesd
11:15 - 12:15 p.m.	 IIOT, AI & THE FUTURE OF CONDITION MONITORING M. David Howard	 ADVANCED WISER VIBE SPECTRUM ANALYSIS Thierry Erbesd
12:15 - 1:30 p.m.	MID-DAY BREAK 	
1:30 - 2:30 p.m.	 INTRODUCTION TO DIGIVIBE PRO 12 Thierry Erbesd & Anuar Vázquez	 ERBESD SECURITY: CONVERTING THE BENEFITS OF DATA OWNERSHIP TO SALES M. David Howard
2:30 - 3:30 p.m.	CASE STUDY Distributor	 WISER VIBE PRO BEST PRACTICES: ROUTE DATA COLLECTION Anuar Vázquez
3:30 - 4:30 p.m.	 UNLOCK THE POWER OF SEO & ADWORDS Luis Sabido	 ADVANCED BALANCING TECHNIQUES Xavier Erbesd
5:00 p.m.	CLOSING DISCUSSION: LOOKING AHEAD TO 2025 ROOM "AZUL 2 & 3" 	




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